



**Office Locations:** Albany, Amherst, Amsterdam, Binghamton, Buffalo, Farmingdale, Fishkill, Ithaca, Jamestown, Manhattan, Plattsburg, Potsdam, Rochester, Syracuse, Utica, Watertown

**NEW YORK MANUFACTURING EXTENSION PARTNERSHIP (NEW YORK MEP)**  
Each year, the New York Manufacturing Extension Partnership program assists thousands of the State's 26,000 small and mid-sized manufacturers in becoming more competitive. All of our services are provided at substantially reduced rates and are offered through the most cost-effective combination of center field engineers/staff and outside consultants. Every field consultant has a minimum four-year degree (the majority have graduate training) and at least fifteen years of hands-on manufacturing experience. Contact: Jason H. Doling, 30 South Pearl Street, 11th Floor, NYS Office of Science, Technology and Academic Research, Albany NY, 12207, (518) 292-5700, Fax: (518) 292-5813, Email: [jdoling@nystar.state.ny.us](mailto:jdoling@nystar.state.ny.us), Website: <http://www.nystar.state.ny.us>

## THE MANUFACTURING EXTENSION PARTNERSHIP IN NEW YORK

Manufacturing Extension Partnership (MEP) is a nationwide system of services and support for smaller manufacturers to become more globally competitive. At the heart of the system is a network of affiliated, locally-based manufacturing extension centers. Each center, like New York MEP, is a partnership, typically involving federal, state, and local governments; industry; educational institutions; and other sources of expertise, information and funding support.

### REGIONAL OFFICES

#### Capital Region:

Center for Economic Growth (CEG). Offices located in: Albany and Troy. Serving the following counties: Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady, Warren and Washington. Contact: Jeffrey Lawrence, The Progressive Building, PO Box 876, Albany, New York 12201-0876, (518) 465-8975, Fax: (518) 465-6681, E-mail: [jeffl@ceg.org](mailto:jeffl@ceg.org), Website: <http://www.ceg.org>

#### Central New York:

Central New York Technology Development Organization (CNYTDO). Offices located in: Syracuse. Serving the following counties: Madison, Onondaga, Oswego, Cayuga and Cortland. Contact: Robert I. Trachtenberg, 1201 East Fayette Street, Syracuse, New York 13210, (315) 425-5144, Fax: (315) 233-1259, E-mail: [rtrachtenberg@cnytdo.org](mailto:rtrachtenberg@cnytdo.org), Website: <http://www.cnytdo.org>

#### Finger Lakes:

High Technology of Rochester, Inc. (HTR). Offices located in: Rochester. Serving the following counties: Monroe, Wayne, Orleans, Genesee, Wyoming, Livingston, Ontario, Yates and Seneca. Contact: Kevin J. Kelley, 5 United Way, Rochester, New York 14604, (716) 327-7920, Fax: (716) 327-7931, E-mail: [goforthk@eznet.net](mailto:goforthk@eznet.net), Website: <http://www.htr.org>

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### STATE STATS

DATA\* COVERS JANUARY TO DECEMBER 2001

Number of projects completed  
with firms  
**2506**

Number of firms served  
**2554**

Number of firms served for  
the first time  
**620**

Federal cost share for current  
operating year  
**\$5,424,700**

State/other cost share for current  
operating year  
**\$10,849,400**

*\*Data as reported from center*

DATA\*\* COVERS JANUARY TO DECEMBER 2001

Increased sales & Retained sales  
**\$110,194,469**

Client capital investment  
**\$66,559,562**

Total cost savings  
**\$29,951,562**

Jobs (created & retained)  
**1506**

*\*\*Source: Independent client impact survey*



## **Long Island:**

Long Island Forum for Technology, Inc. (LIFT). Offices located in: Farmingdale.  
Serving the following counties: Nassau and Suffolk. Contact: Patricia Howley,  
P.O. Box 170, Farmingdale, New York 11735, (631) 755-3321, Fax:(631) 755-9264,  
E-mail: phowley@lift.org, Website: <http://www.lift.org>

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## **Mid-Hudson:**

Hudson Valley Technology Development Center (HVTDC). Offices located in: Fishkill.  
Serving the following counties: Ulster, Orange, Rockland, Sullivan, Westchester, Putnam  
and Dutchess. Contact: Thomas G. Phillips Sr., 300 Westage Business Center, Suite 130,  
Fishkill, New York 12524, (845) 896-6934, Fax:(845) 896-7006, E-mail: [tphillips@hvtdc.org](mailto:tphillips@hvtdc.org),  
Website: <http://www.hvtdc.org>

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## **Mohawk Valley:**

Mohawk Valley Applied Technology Corporation (MVATC). Offices located in: Utica.  
Serving the following counties: Oneida, Herkimer, Fulton, Madison, Montgomery,  
Schoharie and Hamilton. Contact: Paul MacEnroe, State Office Building, 207 Genesee  
Street, Suite 405, Utica, New York 13501, (315) 793-8050, Fax:(315) 793-8057,  
E-mail: [pmac@borg.com](mailto:pmac@borg.com), Website: <http://www.mvatc.net>

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## **New York City:**

Industrial & Technology Assistance Corporation (ITAC). Offices located in: Manhattan.  
Serving the five boroughs of New York City. Contact: Sara Garretson, 253 Broadway,  
Rm. 302, New York, New York 10007, (212)240-6920, Fax:(212)240-6879,  
E-mail: [sgarretson@itac.org](mailto:sgarretson@itac.org), Website: <http://www.itac.org>

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## **North Country:**

Council for International Trade, Technology, Education and Communication (CI-TEC).  
Offices located in: Potsdam, Plattsburgh and Watertown. Serving the following counties:  
St. Lawrence, Jefferson, Lewis, Franklin, Clinton and Essex. Contact: Thomas Plastino,  
Clarkson University, Box 8561, Peyton Hall, Potsdam, New York 13699-8561,  
(315) 268-3778, Fax:(315) 268-4432, E-mail: [nc1@northnet.org](mailto:nc1@northnet.org),  
Website: <http://www.solutions@citec.com>

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## **Southern Tier:**

Alliance for Manufacturing and Technology (AM&T). Offices located in: Binghamton  
and Ithaca. Serving the following counties: Broome, Tioga, Chenango, Tompkins,  
Otsego, Chemung, Schuyler, Delaware and Steuben. Contact: Edward Gaetano,  
61 Court Street, Binghamton, New York 13901, (607) 774-0022, Fax: (607) 774-0026,  
E-mail: [info@amt-mep.org](mailto:info@amt-mep.org), Website: <http://www.amt-mep.org>

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## **Western New York:**

Western New York Technology Development Center (WNYTDC). Offices located in:  
Buffalo, Amherst and Jamestown. Serving the following counties: Niagara, Erie,  
Chautauqua, Allegany and Cattaraugus. Contact: Robert J. Martin, 1576 Sweet Home  
Road, Amherst, New York 14228, (716) 636-3626, Fax: (716) 636-3630,  
E-mail: [rjmartin@acsu.buffalo.edu](mailto:rjmartin@acsu.buffalo.edu), Website: <http://www.wnytdc.org>

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**C O M P A N Y C L I P S**

**Mechoshade Systems Grows To Match Business**

MechoShade Systems, Inc., incorporated in 1972, is a manufacturer of high-end shades for windows, skylights, greenhouses, and atriums, including customized motor driven and manual shades. MechoShade Systems is headquartered in Long Island City and has over 250 employees. The company sells through a network of national and international dealers and fabricators.

A congested and fragmented facility severely impacted MechoShade Systems' rapidly accelerating sales growth. The situation affected workflow, capacity, and productivity, and the resulting four to six week backlog did not meet customer requirements for this industry. Recognizing the urgent need to address this problem, the company decided to relocate to a larger facility and, in the process, improve the workflow and layout of operations. MechoShade turned to the Industrial and Technology Assistance Corporation (ITAC), a division of the New York Manufacturing Extension Partnership, to analyze its current operations and projected growth, support its plant layout redesign and relocation, and determine the overall space requirements to accommodate the company's growing operations.

ITAC began working with MechoShade in early 2000 to plan the company's relocation to a larger facility in time to meet demand in the next season and for the next five years. ITAC defined overall space requirements and helped MechoShade's management evaluate several potential facilities. At the same time, ITAC began analyzing the company's workflow and designing improvements that would help MechoShade meet future sales demand and delivery requirements. Based on ITAC's analysis, MechoShade's management made a strategic decision to split operations into two facilities—the current one in Long Island City and a new one in Arizona. This bicoastal approach permitted MechoShade Systems to provide faster delivery to its U.S.-based customers. The ITAC team began working on plant layout for both facilities. By breaking operations into two separate locations and investing in state-of-the-art technology for both facilities, MechoShade saved direct labor cost of \$200,000, reduced its average production lead-time by five days, and increased throughput by 50 percent.

In addition to designing layouts, ITAC provided training to management and supervisory personnel in the principles of lean manufacturing, laying a foundation for continuous improvement, which the company can leverage into customer satisfaction improvements and company and employee growth. When the company opened its Arizona facility, ITAC introduced MechoShade to the Arizona Manufacturing Extension Partnership as a resource for the new location.

**Stewart Stamping Increases Production and Revenue Through Improved Operations**

Stewart Stamping (an operating unit of the Insilco Technologies Group) with headquarters in Yonkers, New York, and an auxiliary manufacturing facility in El Paso, Texas, is one of the largest international suppliers of precision metal stampings, progressive die and four-slide components, and automated and secondary assemblies. The company has 260 employees.

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Stewart Stamping contacted the Hudson Valley Technology Development Center (HVTDC), a division of the New York Manufacturing Extension Partnership, for help increasing its competitiveness, improving profitability, and refining its operations to meet customer demand. HVTDC came to Stewart Stamping, sat down with its production staff, and helped the firm take the process apart, examine every piece of it, and put it back together again. HVTDC also targeted administrative operations. Stewart Stamping needed to reduce the number of expedited orders. HVTDC conducted formalized training classes for Stewart Stamping's employees, but primarily served as facilitators and mentors, working with teams and individual members and helping them with specific problems and the concept of working together more cohesively and efficiently.

HVTDC's two-pronged strategy provided tangible benefits to Stewart Stamping. Not only did the firm increase production by 20 percent, it garnered an additional \$150,000 in revenue.